700-039 ^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which option leads to the development of high-level and detailed customer designs?

A. Mapping collaboration maps with the customer\\'s existing solutions

B. Mapping collaboration maps with the customer assessment procedure

C. Mapping collaboration maps with the customer business model

D. Mapping collaboration maps with the Cisco Collaboration Architecture solutions

Correct Answer: D

QUESTION 2

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

A. Dealer

B. Gatekeeper
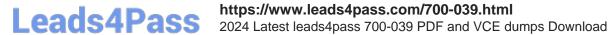
C. Buyer

D. Seller

E. Initiator

F. Partner

Correct Answer: BCE

QUESTION 3

Which two options are examples of partner services that involve addressing the culture of an organization so that collaboration applications are adopted more readily? (Choose two.)

A. Development of collaboration maps

B. Analysis of communication process workshops

C. End-user education and training

D. Application-readiness assessment

E. Internal marketing

Correct Answer: CE

QUESTION 4

What is the outcome of mapping the collaboration maps to the Cisco Collaboration Architecture?

A. Identify the completion of an architecture roadmap

B. Identify sources for additional revenue

C. Identify the starting point of an architecture roadmap

D. Identify which elements of the Cisco solutions are needed to build an architectural roadmap for customer requirements

Correct Answer: D

QUESTION 5

Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

A. Map business model elements with the value chain.

B. Map important technical KPIs with customer process flow.

C. Map collaboration maps (diagrams) with Cisco Collaboration Architecture

D. Map process flow tasks with the collaboration map

E. Map value chain and value network with Cisco Collaboration Architecture applications

Correct Answer: C

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